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Approved by:
Bobby Richey
U.S. Embassy, Vienna

Prepared by:
Dr. Roswitha Krautgartner

Report Highlights:
The Austrian economy consistently performed better than the EU average. Growth will be weaker in 2008 and 2009. In the context of the global economic slowdown, the Austrian economy has also begun to lose momentum in 2008. Against the background of rising inflation, a number of proposals for fiscal policy measures to dampen the increase in consumer prices have been advanced in Austria. Prices for major farm commodities have undergone a substantial rise, driven up by growing demand as well as increasing energy prices. For the next years, prices for agricultural produce are expected to remain substantially above the level they had attained the start of the decade.

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Table of Contents

I. Market Overview 3
Economic situation and how it affects consumer spending and sales of U.S. products 3
Key demographic developments and their impact on consumer buying habits 4
Size and growth rate for the consumer foods and edible fishery product markets 4
General 4
Organic Food 5
Packaged Food 6
Ready Meals 7
Sweet and Savory Snacks 7
Alcoholic Beverages 8
Pet Food 9
Seafood 9
Advantages and Challenges for U.S. Suppliers on the Austrian Market 10
II. Exporter Business Tips 10
Local business Customs 10
General consumer tastes and preferences 10
Food standards and regulations 11
General import and inspection procedures 11
III. Market Sector Structure and Trends 12
Domestic industry capacity versus availability of foreign-supplied products 12
Trends in promotional/marketing strategies and tactics 12
Trends in tourism sales, holiday gift sales, and Internet sales 12
IV. Best High-Value Product Prospects 13
V. Key Contacts and Further Information 13
Appendix I 15
Table A. Key Trade and Demographic Information 15
Table B. Consumer Food & Edible Fishery Product Imports 16
Table C. Top 15 Suppliers of Consumer Foods & Edible Fishery Products 17

I. Market Overview

Economic situation and how it affects consumer spending and sales of U.S. products

The Austrian economy consistently performed better than the EU average. Growth will be weaker in 2008 and 2009.

In the context of the global economic slowdown, the Austrian economy has also begun to lose momentum. In Austria, GDP grew only by a mere 0.4 percent in real terms quarter-on-quarter in the second quarter of 2008 (+2 percent in year-on-year terms). This marks the end of the economic upswing. The reversal of the economic trend first became apparent in export and manufacturing. Private consumption is also dampened by declining real incomes. Tourism and construction, on the other hand, expand steadily. While labor market conditions continue to improve compared with a year earlier, the seasonally adjusted figures already show a flattening of employment growth and an increase in unemployment.

Against the background of rising inflation, a number of proposals for fiscal policy measures to dampen the increase in consumer prices have been advanced in Austria. Generally speaking, fiscal policy cannot address the causes of inflation, but may contribute towards offsetting its redistributive effects.

Prices for major farm commodities have undergone a substantial rise, driven up by growing demand as well as increasing energy prices. For the next years, prices for agricultural produce are expected to remain substantially above the level they had attained the start of the decade.

Food Expenditures

In 2007, consumer expenditures for food and non-alcoholic beverages amounted to Euro 15.6. This was up 1.97 % compared to 2006. In 2007, annual alcoholic beverages and tobacco products expenditures amounted to Euro 3.7 billion.

Historic/ Forecast - € mn - Value at Current Prices

Geographies	Categories	2003	2004	2005	2006	2007	2008
Austria	Consumer expenditure on food and non-alcoholic beverages	14052.3	14466.2	14913.3	15298.8	15608.6	15872.1

Sources:
1.: National statistical offices/OECD/Eurostat/Euromonitor International

Key demographic developments and their impact on consumer buying habits

Austria has a population of 8.2 million. The number of single households and childless double working partnerships is rising. While at the beginning of the sixties there were not even a half million single households in Austria, in 2004 there were 1.16 million which corresponds to 34 % of all households. The number of larger households has not risen as strongly. 2.36 people belonged to an average household in 2004.

The rise in single households boosts demand for convenience products and for food eaten outside the home. Singles are not only young urban working people but also retired persons. The rising number of elderly people, many of whom have significant disposable income, creates additional demand for health and dietetic foods. In 2004 21.9 % of the total population was over 60 years old.

When responding to polls, consumers usually express a preference for high quality foods; however, when it comes to actually buying, price appears to be the major purchasing factor for a majority of the population. However, for special events most people, even those on a low income, are willing to spend more for "exclusive" products. In addition, the higher income and gourmet market segments (which regular buy high priced foods) is growing.

The traditional Austrian diet is based on pork, flour, and vegetables. Cakes and bakery products are also important parts of the diet. Austrian dishes are rich in cholesterol and fat and the most important ingredient is meat, either pork or beef. The increasing interest in wellness, especially among younger people, who are more concerned about their health makes low-fat food more and more popular.

Because of environmental concerns, increasing health awareness, a very negative perspective of Austrian consumers towards biotech products, organically produced food is expected to grow steadily. The market share in food retail accounts for about 5%. Austria is within the EU the country with the highest percentage of organic farms.

Due to the increasing number of single households and the rising number of older people seeking companionship, the number of pets should continue its upward trend. This should stimulate demand for pet food.

Size and growth rate for the consumer foods and edible fishery product markets

General

Market saturation as well as hesitant consumer spending had a negative affect on overall growth in retail sales in Austria. Disposable income was reduced by higher energy and fuel prices. Furthermore, there was a shift in consumer spending from retail to leisure activities and services, including electronic devices, as well as long-term investments, like property and savings.

The retailing sector grew by 6.9 % in the 2002 to 2007 period to Euro 53.5 billion, mainly due to the expansion of supermarkets and discounters. Discount food retailer outlets are expanding rapidly across Austria, especially the two hard discount food retailers Hofer and Lid. The number of food discount stores is increasing and it is close to reaching the 1,200 outlet mark, with Hofer leading the way with 395 outlets. This rapid growth for discounters was derived not only from the economic slowdown that occurred in Austria at the beginning of the review period. Hard discounters in Austria are attracting customers by also offering of a wide range of low-priced good-quality products, both food and non-food.

Sales in Retailing by Sector: Value 2002-2007

EUR million	2002	2003	2004	2005	2006	2007
Retailing	50,055.5	50,436.6	51,141.8	51,830.0	52,621.4	53,523.2
Store-based retailing	48,401.9	48,744.8	49,427.1	50,086.1	50,854.1	51,720.4
Non-store retailing	1,653.6	1,691.8	1,714.7	1,743.9	1,767.2	1,802.8

Source: Euromonitor,

Fresh food is still regarded as a necessity by Austrian consumers and the demand for fresh food is fairly stable at about 3.3 million MT. Significant growth could be seen in the packaged sector. In the 2003 to 2008 period the packaged food sector increased by 9.9% up to a value of Euro 7.8 billion.

Market Sizes - Historic - Total Volume - '000 tonnes

Geographies	Categories	2002	2003	2004	2005	2006	2007
Austria	Fresh food	3215.6	3229.2	3243.1	3259.7	3271.8	3306.1

Sources:
1. Fresh Foods: Euromonitor from trade sources/national statistics

Market Sizes - Historic - Retail Value RSP - € mn - Value at Current Prices

Geographies	Categories	2003	2004	2005	2006	2007	2008
Austria	Packaged food	7119.5	7215.5	7301.1	7455.7	7620	7821.5

Sources:
1. Packaged Food: Euromonitor from trade sources/national statistics
Note: 2008 data is provisional and based on part-year estimates.

Organic Food

History, consumer acceptance, and government support have worked together to transform organic foods in Austria from a niche market to a market segment of considerable importance. Production, imports and exports are still growing and the Austrian government is supporting programs designed to increase organic consumption. The Austrian market for organic products is dominated by supermarket chains, all of which have their own organic labels. In 1994, the REWE Group Austria started with the organic brand name “ja natuerlich”. Several supermarket chains followed this example. Perhaps unique to Austria, food retailers focus their marketing resources on organic foods in an effort to shape the overall image of the store. Organic foods are promoted in an effort to build consumer confidence in all of the food products sold by the chain.

A study carried out y Agrarmarkt Austria in 2007, showed that the number of consumers buying organic food is growing. 90% of consumers believe in the health advantages of organic foods because they are “free of chemicals” and “not genetically engineered”. Fruit and vegetables, dairy products, eggs and meat are the food groups consumers seek out in organic versions, despite the acknowledgement that prices are higher. AMA is launching a joint 3-year marketing campaign with the Austrian food ministry, supported by the EU, which accompanies a group of nine model “organic consumers” in their discovery of organic foods. The importance of organic food continued to increase in the past years. Sales of organic packaged food accounted in 2007 for Euro 251 million.

Sales of Organic Packaged Food: Value 2002-2007

EUR million	2002	2003	2004	2005	2006	2007
Organic packaged food	212.3	217.2	222.5	236.7	241.7	251.4

There are especially good market opportunities for U.S. organic dried fruits and nuts.

Packaged Food

In 2007 packaged food sales in Austria registered value growth slightly above the average yearly value growth for the review period as a whole. Although growth was slightly down on the previous year, it was still relatively healthy due to consumers increasingly opting for premium and/or health and wellness products. Bakery goods, chilled, and frozen processed food, and baby food are among the categories benefiting most from this trend.

Packaged food is expected to grow further over the forecast period, as the major convenience, health and wellness and premiumisation trends are almost certain to continue to develop.

Convenience plays an important role in packaged food in Austria due to the rise of the single-person households, as people have less time or lack the inclination to prepare meals. Consequently, ready meals recorded impressive retail volume and value growth of 4% in 2007. Austrian consumers are increasingly buying frozen, and chilled processed food products which both recorded growth of 3% in retail volume terms, due to their convenience properties.

Snack bars produced strong retail volume growth rates of over 4%, fuelled by the trend for fruit, and energy bars. Noodles registered the highest volume growth rates overall with 21% in 2007, as more single-person households buy these products as a quick meal option. Convenience products that promote health and wellness fared best, e.g. express rice or miniature versions of chocolate, and sugar confectionery.

There is also a growing trend for sliced cheese, especially in unspreadable processed cheese where slices accounted for two thirds of retail value sales in 2007. The convenience trend has also had a strong impact on the foodservice channel, where volume sales of noodles and other convenience products also increased.

Market Sizes - Historic - Retail Value RSP - € mn - Value at Current Prices

Geographies	Categories	2003	2004	2005	2006	2007	2008

Austria	Packaged food	7119.5	7215.5	7301.1	7455.7	7620	7821.5

Market Sizes - Historic - Retail Value RSP - € mn - Value at Current Prices

Geographies	Categories	2003	2004	2005	2006	2007	2008
Austria	Ready meals	183.6	198.2	211.6	217.9	226.7	237.1
	Canned/preserved ready meals	9.8	9.5	9.8	10.4	10.8	11.3
	Frozen ready meals	68.2	75.8	83.2	90.6	97.9	105.5
	Dried ready meals	1.8	1.8	1.8	1.8	1.8	1.8
	Chilled ready meals	37.8	41.7	45.5	42.4	41.7	41.6
	Dinner mixes	0.5	0.6	0.7	0.8	0.8	0.9
	Frozen pizza	62.7	65.8	67.3	68.6	70	72.1
	Chilled pizza	1.7	1.9	2.1	2.3	2.5	2.7
	Prepared salads	1	1	1.1	1.1	1.2	1.2

Sources:
1. Packaged Food: Euromonitor from trade sources/national statistics

Ready Meals

Ready meals is growing at a faster pace than other categories of meal solutions, as Austrian consumers increasingly embrace the convenience and time savings offered by these products, especially frozen ready meals, which experienced several new product launches in 2007.
Ready meals are becoming more popular, as the number of single-households increased and a higher variety of products are offered.

Frozen and chilled ready meals benefit from a high popularity and a good reputation when it comes to freshness. Canned ready meals, on the other hand, do not seem to match consumers' wishes, as they are regarded as less

Hardly any Austrians, especially single consumers, can spare the time for the preparation of an extended meal. Therefore ready meals are an easy solution for the problem of increasingly hectic lifestyles. Short preparation time, long storage life and a high degree of convenience were the advantages of ready meals named by Austrian consumers during a survey of the Gallup Institute. However, ready meals are also viewed as unhealthy and to contain unhealthy preservatives. Also, consumers stated that ready meals are too expensive for households with more than one or two people.

Taste is reportedly the most important factor for repurchase. The closer the quality of ready meals to home-cooked meals, the higher the likelihood for a repurchase.

Sweet and Savory Snacks

Value sales of sweet and savory snacks grew by almost 3% to reach EUR151 million while volume sales reach 22,000 MT, following 2% increase in 2007.

All categories of sweet and savory snacks saw growth in 2007. Despite the health and wellness trend, Austrians are big fans of snacks. Thanks to new product launches with more quality ingredients and less fat, especially in categories which are perceived as the unhealthiest such as chips/crisps, extruded snacks and pretzels, Austrians can snack without a guilty conscience. Nuts was the category which benefited from the health and wellness trend. Austrians know that nuts are healthy and contain amino acids and due to the health and wellness trend demand for these snacks increased. Sales of popcorn also saw a slight growth, as it is mainly eaten in cinemas, rather than at home.

There are many new product developments, but the most important are those which moved in the health and wellness direction.

Sales of Sweet and Savoury Snacks by Subsector: Value 2002-2007

EUR million	2002	2003	2004	2005	2006	2007
Fruit snacks	-	-	-	-	-	-
Chips/crisps	46.99	48.35	49.50	50.55	53.73	55.45
Extruded snacks	28.21	28.40	28.49	28.52	29.35	29.99
Tortilla/corn chips	2.37	2.57	2.71	2.80	3.02	3.19
Popcorn	9.83	10.00	10.12	10.27	10.44	10.53
Pretzels	22.79	22.80	22.97	22.94	23.97	24.45
Nuts	23.35	23.88	24.42	24.99	26.49	27.23
Other sweet and savoury snacks	-	-	-	-	-	-
Sweet and savoury snacks	133.53	136.01	138.22	140.07	147.01	150.85

Alcoholic Beverages

Volume sales of alcoholic drinks are expected to see a small decline in 2007 as a result of a downward adjustment in the wine sector after strong growth in 2006. By contrast, beer volumes are expected to increase marginally, while spirits and RTDs (Ready to Drink) volumes are expected to see low single-digit percentage growth.

Value sales grew faster than volume sales in all sectors except RTDs in 2007. The main reason was price increases, especially for beer, but also for some spirits categories. In addition, there was a continuing trend towards premium products, especially in spirits, although in the spirits sector this was partly offset by share gains by private label and strong retailer promotions on leading brands.

Volume sales of alcoholic drinks are expected to stagnate, because of expected stagnant volumes in the beer sector. With a per capita consumption of some 105 litres, Austria ranks fourth in the world in terms of consumption per head in beer, while per capita consumption of wine is also regarded as high, with little potential for sustainable long-term growth. Spirits and RTDs are expected to see small increases in volumes, but these sectors are too small to offset the expected stagnant performance from beer and declines in wine volumes. Value sales are expected to outperform volumes, underpinned by a trend towards premium products and/or smaller packaging sizes, especially in beer, spirits and wine.

Market Sizes - Historic - Total Volume

Geographies	Categories	2003	2004	2005	2006	2007	2008
Austria - mn litres	Alcoholic drinks	1198.9	1183.3	1201	1217.4	1229.4	1240.6
Austria - mn litres	Beer	874.3	869.5	876.9	870.5	872.8	876.8
Austria - '000 litres	Cider/perry	35.9	41.9	37.8	38.9	39.6	40.2
Austria - '000 litres	RTDs/High-strength premixes	37172.6	32571.4	30032.5	32293.6	33397.4	34563.7
Austria - mn litres	Wine	264.1	257.8	270.3	290.6	299	304.8
Austria - '000 litres	Spirits	23277.7	23364.9	23744.7	24001.6	24226.1	24403.2

Seafood

Sales of frozen and chilled fish and seafood products are predicted to see growth rates of over 3% in both value and volume and to further become a part of Austrians' daily eating habits. It is widely known that fish is a very healthy alternative to meat, as it contains important vitamins and has a low content of fat and cholesterol. As more Austrians have to battle with their weight and increased cholesterol levels, fish and other low-fat food will benefit from this trend toward healthier nutrition.

It is expected that seafood consumption will continue its overall upward trend in the coming years. The reason for this trend is the rising standard of living, health awareness, the rising number of restaurants serving seafood, and the fact that tourism to coastal countries has acquainted the population with seafood. Most fresh/frozen whole fish is consumed in restaurants, whereas housewives still prefer natural or breaded frozen filets or sticks of cod, hake and flatfish. Among canned fish, tuna and herring are the most popular.

Market Sizes - Historic - Total Volume - '000 tonnes

Geographies	Categories	2002	2003	2004	2005	2006	2007
Austria	Fish and seafood	105.8	107	108.5	110.9	114.1	118.5

Advantages and Challenges for U.S. Suppliers on the Austrian Market

Advantages	Challenges
An aging population	Reservation towards foods containing or made from biotech products
Urban population growing	Reservations towards products with chemical food additives
High quality of U.S. products	Average tariff levels are high
Good reputation of certain U.S. products	Large distance to this market keeps shipping costs high
Promotion can possibly be carried out in cooperation with Embassy marketing efforts of U.S. products	High promotion costs to increase consumer awareness
Interest in organic U.S. products by traders	Highly concentrated food retail market
Good infrastructure, efficient distribution system, most importers speak English	Difficult to acquire shelf space in large supermarket chains
Interest in new food articles	Usually relatively small quantities are imported.
Marginal domestic seafood production	Unawareness of high U.S. quality by consumers
Certain fruits, vegetables not produced by domestic agriculture	
Undeveloped niche market for certain game meats	
Growing interest in ethnic foods and sea foods due to rising vacations in distant and costal areas	
Growing pet food market	

II. Exporter Business Tips

Local business Customs

In general, food retailers buy domestic and imported products from Austrian and/or German wholesalers. The large supermarket chains have their own purchasing sections, which buy and store foodstuffs centrally for their own retail stores. The central purchasing sections also carry out imports. However, some items are purchased through wholesale importers (e.g. almonds). Due to the strong concentration of the food retail sector, the supermarket chains are very powerful vis-a vis producers and slotting fees for retail space are the norm.

General consumer tastes and preferences

Austrians have conservative tastes that are reflected in the local cuisine and in local production methods and marketing. In recent years, attention has been drawn to food additives. Austrians prefer foods without artificial flavors, stabilizers, emulsifiers, and preservatives. In addition, most consumers reject foods containing biotech products. For this reason, the leading supermarket chains banned such products from their shelves. Similarly, there is significant consumer interest in organic products. Sales of these products are still low but are steadily rising. Economists believe that organic products may someday reach 10% of the total food market. Light products are also in; however, consumers do not seem to tolerate a loss in flavor as compared to 'normal' products.

As in other western countries, beef consumption has been declining, whereas pork, poultry, and lamb have been increasing. The latter is mainly a result of immigration from Islamic countries. Cheese consumption, which is already high, will continue rising. This is particularly true for semi-hard and fresh cheeses.

With fruit juices, certain acidity is preferred. This applies also to white wines. Jams and marmalade are more appealing to Austrians if fruit pieces are included and if they are not too sweet. Cereals sell better if they are crunchy.

Food standards and regulations

With regards to foods: See Food and Agricultural Import Regulations and Standards report AU8007.

Regarding pet food: Registration is not required; however, the products have to comply with EU regulations.

General import and inspection procedures

Incoming goods go either to the customs storage (small) or to a freight forwarder's facility at transport terminals or airports. Storage and removal from storage is carried out under the supervision of a customs officer who compares the documents with the commodities. Later, the invoice for import duty is issued. Food inspectors at the port of entry storage do not routinely check packaged foods. However, the customs officer may take samples to double check for ingredients (sugar, milk powder, alcohol) and that customs duties are paid for these ingredients according to their proportion.

Veterinary and customs import documents must be in German. However, if a customs officer or border veterinarian can read another language, he may accept it. Veterinary certificates are usually bi-lingual. There is no appeal of decisions by the customs office or the veterinary service.

If an importer objects to the quality of the product, the case can be brought to the arbitration center.

Complete information on EU import rules for food products may be found at:
http://www.useu.be/AGRI/usda.html

III. Market Sector Structure and Trends

Trends toward industry concentration and strategic implications for U.S. suppliers

Since EU accession, concentration in the food industry and food retail sector has accelerated. Many food-processing companies are too small to survive alone in a large market and therefore merge with larger national or foreign firms. U.S. companies may be interested in acquiring Austrian food factories or retail shops. So far, Master Foods appears to be the only U.S. enterprise in Austria involved in food processing.

Domestic industry capacity versus availability of foreign-supplied products

More than three quarters of all agricultural supplies, including raw material for the food industry comes from other EU countries. Regarding imports of processed foods, 90% come from other EU countries.

The strongest branch of Austria's food industry is the beverage sector, particularly the brewing industry and the fruit juice industry. The latter imports concentrated citrus juices, particularly orange juice. The hard alcohol drinks industry is suffering from heavy competition.

Trends in promotional/marketing strategies and tactics

The most efficient advertising is television, which nonetheless tends to be more expensive in Austria than in the U.S. The industry uses this medium for promoting food and pet food brands, and the two largest supermarket chains have regular TV spots. Supermarket and hypermarket chains have their own weekly or bi-weekly flyers where products available in their stores are advertised. These fliers reach a wide range of interested purchasers and thus are regarded as efficient. In-store promotions are also very successful. There are several U.S. products which have probably good chances on the Austrian market, dried fruits and nuts, seafood, wine, etc.

Trends in tourism sales, holiday gift sales, and Internet sales

Tourism contributed with Euro 9.45 billion ($ 11.6 billion) to Austria's GDP in 2002 and plays an important economic role. In 2003 118 million overnight stays by foreigners were logged. The major share of tourists comes from Germany (about 50 million), followed by Netherlands (8 million). The main tourist areas are the western and southern alpine regions (provinces Tyrol 39 million, Salzburg 20 million, Carinthia 13 million).

In general, tourists, particularly those from Germany, favor the local Austrian cuisine during their vacation. However, in recent years ethnic foods have become more popular (in part because of immigration and Austrians traveling abroad) and the demand for seafood has increased.

IV. Best High-Value Product Prospects

The 15 consumer food/edible fishery products, which offer the best U.S. export opportunities, are as follows:

Alaska Salmon
Catfish
Lobster
Shrimp
Pecans (conventional and organic)
Walnuts (conventional and organic)
Pistachios (conventional and organic)
Almonds (conventional and organic)
Dried cranberries (conventional and organic)
Other dried fruits (conventional and organic)
Cranberry juice
Wine
Tobacco
Pet food (conventional and organic)
Beef, non-hormone treated

V. Key Contacts and Further Information

American Embassy
Office of Agricultural Affairs
Boltzmanngasse 16
A-1090 Wien
Phone: + 43 (1) 31 339/ext 2249
Fax: + 43 (1) 310 8208
e mail: agvienna@fas.usda.gov
Website: http://www.usembassy.at/en/usda/

Bundesministerium fuer Wirtschaft und Arbeit
(Federal Ministry for Economic Affairs)
Abteilung II/11
(Division II/11)
Stubenring 1
A-1011 Wien
Phone: + 43 (1) 71100/ext. 5774
Fax: + 43 (1) 715 96 51
Website:http//.www.bmwa.gv.at/

Bundesministerium fuer Land- und Forstwirschaft, Umwelt und Wasserwirtschaft
(Federal Ministry for Agriculture and Forestry, Environment and Water Management)
Abteilung III A 2
(Division III A 2)
Stubenring 1
A-1011 Wien
Phone: + 43 (1) 71100/ext. 2878
Fax: + 43 (1)71100 2937
Website:http://www.lebensministerium.at

Agrarmarkt Austria (AMA)
(Agricultural Market Austria)
Dresdnerstr. 70
A-1200 Wien
Phone: + 43 (1) 33 151 0
Fax: + 43 (1) 33 151 399
Website: http://www.ama.at

Austrian Economic Chamber
Wiedner Hauptstr. 63
A-1045 Wien
Phone: + 43 (1) 501 050
Fax: + 43 (1) 502 06 250
Website: http://portal.wko.at/

Bundesanstalt fuer Lebensmitteluntersuchung und -Forschung
Kinderspitalg. 15
A-1090 Wien, Austria
Phone: + 43 (1) 404 90/ext 27801
Fax: + 43 (1) 404 90 9278
Website: http://www.luvie.ages.at/

Bundesanstalt fuer Lebensmitteluntersuchung
Burgerstr. 47
A-4020 Linz, Austria
Phone: + 43 (732) 77 90 71
Fax: + 43 (732) 77 90 71 15

Bundesanstalt fuer Lebensmitteluntersuchung
Zweigstelle Salzburg
Innsbrucker Bundesstraße 47
A-5020 Salzburg, Austria
Phone: + 43 (662) 833357 - 0
Fax: + 43 (662) 833357 - 100

Bundesanstalt fuer Lebensmitteluntersuchung
Beethovenstr. 8
A-8010 Graz, Austria
Phone: + 43 (316) 32 75 88
Fax: +43 (316) 32 75 88 396

Bundesanstalt fuer Lebensmitteluntersuchung
Technikerstr. 70
A-6020 Innsbruck, Austria
Phone: + 43 (512) 22 440
Fax: + 43 (512) 22 440 15

Lebensmitteluntersuchungsanstalt der Stadt Wien
Hennebergg. 3
A-1030 Wien, Austria
Phone: + 43 (1) 795 14 97955
Fax: + 43 (1) 79514 99 97955

Oesterreichische Agentur fuer Gesundheit und Ernaehrungssicherheit
Spargelfeldstrasse 191
Postfach 400
A-1226 Wien
Phone: + 43 (1) 73216 – 0
Website: http://www.ages.at/

Appendix I

Table A. Key Trade and Demographic Information

AUSTRIA

TABLE A: KEY TRADE & DEMOGRAPHIC INFORMATION	YEAR	VALUE
Agricultural Imports From All Countries ($Mil)/U.S. Market Share (%)	2007	10,294/ 1%
Consumer Food Imports From All Countries ($Mil)/U.S. Market Share (%)	2007	7,621/ 1%
Edible Fishery Imports From All Countries ($Mil)/U.S. Market Share (%)	2007	415 / 0.5%
Total Population (Millions)*/Annual Growth Rate (%)*	2007	8.3 / 0.11%
Urban Population (Millions)*/Annual Growth Rate (%)*	2007	5.6 / 0.064%
Number of Major Metropolitan Areas	2007	1
Size of the Middle Class (Millions)/Growth Rate (%)	n/a	n/a
Per Capita Gross Domestic Product (U.S. Dollars)*	2007	$39,300
Unemployment Rate (%)*	2007	4.4%
Per Capita Food Expenditures (U.S. Dollars)**	2000	$1,598.4
Percent of Female Population Employed**	2003	42.6%
Exchange Rate (US$1 = 0.695 Euro)	9/08	0.695

*denotes information collected from www.odci.gov/cia/publications/factbook/
** denotes information collected from www.statistik.at

Table B. Consumer Food & Edible Fishery Product Imports

Austria Imports (In Millions of Dollars)	Imports from the World			Imports from the U.S.			U.S. Market Share		
	2001	2002	2003	2001	2002	2003	2001	2002	2003
CONSUMER-ORIENTED AGRICULTURAL TOTAL	3,177	3,421	4,181	25	25	48	0.78%	0.74%	1%
Snack Foods (Excl. Nuts)	328	345	406	1	1	2	0.22%	0.31%	0.44%
Breakfast Cereals & Pancake Mix	20	24	28	1	1	1	0.26%	0.07%	0.16%
Red Meats, Fresh/Chilled/Frozen	200	197	232	1	1	1	0.03%	0.00%	0.03%
Red Meats, Prepared/Preserved	93	109	135	1	0	0	0.06%	0%	0%
Poultry Meat	96	92	118	0	0	0	0%	0%	0%
Dairy Products (Excl. Cheese)	162	179	253	1	1	1	0.23%	0.00%	0.00%
Cheese	188	215	284	0	0	1	0%	0%	0.00%
Eggs & Products	36	37	53	1	1	1	1%	3%	2%
Fresh Fruit	338	339	413	1	1	1	0.11%	0.10%	0.08%
Fresh Vegetables	227	230	293	1	1	1	0.15%	0.07%	0.07%
Processed Fruit & Vegetables	241	272	326	5	4	6	2%	1%	2%
Fruit & Vegetable Juices	131	125	203	1	1	1	0.41%	0.52%	0.29%
Tree Nuts	33	39	49	5	5	6	14%	13%	11%
Wine & Beer	159	164	194	6	5	6	4%	3%	3%
Nursery Products & Cut Flowers	231	254	314	1	1	1	0.14%	0.07%	0.04%
Pet Foods (Dog & Cat Food)	71	83	111	1	1	1	0.14%	0.53%	0.30%
Other Consumer-Oriented Products	624	717	767	6	8	26	0.96%	1%	3%
FISH & SEAFOOD PRODUCTS	172	180	204	1	1	1	0.12%	0.11%	0.15%
Salmon	20	17	19	1	1	1	0.30%	0.32%	0.29%
Surimi	2	2	2	0	1	1	0%	0.24%	0.19%
Crustaceans	23	22	22	1	1	1	0.04%	0.07%	0.16%
Groundfish & Flatfish	45	44	53	1	1	1	0.13%	0.15%	0.21%
Molluscs	5	4	5	0	1	1	0%	0.17%	0.64%
Other Fishery Products	77	90	102	1	1	1	0.11%	0.06%	0.06%
AGRICULTURAL PRODUCTS TOTAL	4,468	4,821	5,761	65	67	91	1%	1%	2%
AGRICULTURAL, FISH & FORESTRY TOTAL	5,860	6,249	7,490	74	74	102	1%	1%	1%

NA - Data not available (not reported) *Data: Harmonized Tariff Schedule (HS 6 Digit)*

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

Table C. Top 15 Suppliers of Consumer Foods & Edible Fishery Products

CONSUMER-ORIENTED AGRICULTURAL TOTAL			
Reporting Country: Austria Top 15 Suppliers	Import		
	2001	2002	2003
	1000$	1000$	1000$
Germany	1,301,256	1,401,254	1,575,355
Italy	433,915	463,008	573,773
Netherlands	308,473	352,976	438,200
Spain	152,741	167,482	221,857
Hungary	102,152	108,123	176,997
France	154,400	158,608	176,878
Switzerland	95,994	110,038	145,076
Belgium	68,735	79,594	95,541
Turkey	76,919	67,213	69,185
Poland	45,444	38,391	63,714
Czech Republic	23,440	29,091	51,510
United States	24,813	25,237	47,639
Ecuador	34,464	30,756	44,264
Denmark	27,437	30,060	42,891
Brazil	20,233	28,516	38,162
Other	306,815	330,515	419,662
World	3,177,352	3,420,979	4,180,763

FISH & SEAFOOD PRODUCTS			
Reporting Country: Austria Top 15 Suppliers	Import		
	2001	2002	2003
	1000$	1000$	1000$
Germany	82,408	87,635	94,603
Denmark	21,026	19,066	24,727
Netherlands	14,947	14,290	14,801
Italy	9,985	10,662	11,929
Thailand	5,497	5,185	6,776
France	5,427	4,960	5,485
Portugal	1,534	3,074	4,273
Norway	2,410	2,229	4,245
Belgium	2,515	2,861	3,674
Slovenia	1,707	2,678	2,763
Czech Republic	1,278	1,553	2,254
Russian Federation	939	1,778	2,166
Mauritius	220	1,287	2,153
Morocco	988	1,286	1,651
United Kingdom	1,583	1,804	1,630
Other	19,753	19,604	21,242
World	172,230	179,965	204,397

Source: United Nations Statistics Division